Due to begin in February

Oral arguments next on passive restraints

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automatic belts and by failing to require installation of air bags and nondetachable belts.

The government says Dole was aware of "considerable public fear and dislike of nondetachable belts" and the potential for disabling them and also aware of the considerable extra cost for an air-bag/nondetachable belt mandate.

The government notes it is "correct" for Dole to consider both cost and public acceptability. But State Farm, in its reply brief, labels the government's brief as yet another try to avoid setting a passive-restraint standard.

"Despite a 14-year delay in implementation of the rule, the agency now urges that the court should not decide this case for several more years, and that, if it then rules against DOT, it should remand to the agency for additional years of rulemaking and leadtime," State Farm said.

"The court should reject these transparent efforts at delay and finally resolve the controversy at this time."

State Farm said the issue of whether the MUL rescission provision violates the law will not gather any more relevant facts for court consideration three or four years later and therefore is "ripe" for decision now.

Were the court to reach the issue of damage, added State Farm, it would find delay would mean the needless loss of thousands of lives. If the rule were rescinded, the insurance firm said, it could not even be reinstated in less than a year because of the need for leadtime, and the auto makers might even extend that delay if they have scrapped their plans for passive restraints.

State Farm thinks the government is wrong in its arguments but if the court held for the government and acted now, a remand could occur in 1985, not 1990. Furthermore, add the plaintiffs, delay encourages the auto makers to delay work on advanced systems and instead devote their energies to lobbying for enactment of MULs.

Finally, State Farm says, delay extends the dilemma faced by states: Will enactment of strong MULs result in wiping out the passive-restraint rule that offers additional protection for their citizens?

State Farm disagrees with the government about the relevance of the cases cited to show the MUL rescission provision is not severable. Instead, it cites the 1966 law giving the appellate court the power to affirm or set aside Dole's orders "in whole or in part."

• The record, moreover, shows that passive restraints are desirable in and of themselves, not only if states enact MULs, according to State Farm. State Farm also argues the state MUL rescission provision violates the safety act's goal of uniform national standards.

Although it is possible a passive-restraint standard may still exist in 1990, it is also possible it will be rescinded, "leaving as many as 75 million Americans in 34 states with no more protection than they have today," State Farm said.

DOT's failure to consider alternatives to have both MULs and a standard, said State Farm, is arbitrary and capricious and so is its lack of evidence that MULs covering two-thirds of the population are the equivalent of the passive-restraint standard.

Heritage Honda builds

Heritage Honda, Murray, Utah, has broken ground for this new 40,000-square-foot facility at its present site. When it is completed, in late spring of 1985, the present building will be razed.

Ford to simplify car lines with 3 levels, Edsel says

NEW YORK.—In the near future, Ford Motor Co. will be moving to offer only three models within each of its car lines, according to Edsel Ford, advertising manager for Ford Division.

Speaking at an International Motor Press Assn. meeting here last week, Ford said the company is going to the Japanese theory of offering a "complete car," and many options now available will become standard equipment.

The company, he said, wants to offer an entry-level car, a luxury model and a sporty model within each car line. He would not be specific on which car lines would be affected, or when the moves would be completed, though he said that Escort for next year would be offered only in "L" and "GL" versions. The GT, a sporty Escort, has spun off on its own, he said, but this follows the direction the company wants to travel.

With the model simplification, he said, the company would have to make some pricing concessions. It would be impossible to take the prices for optional equipment that becomes standard and simply add that to the sticker price, he said.

He said Ford would have to "shave some profit and would bite the bullet," but he said that no pricing decisions have been made.

He said model simplifications would reduce manufacturing and marketing costs.

FTC cites deals in Detroit for Saturday close

Continued from Page 1

keeping important information from them.

The FTC complaint starts a legal proceeding during which the charges will be ruled on by an administrative law judge. If the judge finds a violation of law and the commission affirms it, the agency may seek certain specified relief.

For example, the FTC could make all respondents stop their illegal activity and report any violations of the FTC order. It could also make associations keep records of their meetings, change their bylaws to prohibit any such future conspiracies or it could even dissolve dealer associations.

It could also order dealers to open for additional hours during a period of up to one year and order dealers to notify the public of their new hours in any advertising they run.

Although Detroit Auto Dealers Assn. officials declined to comment on specific allegations, they defended their Saturday closing policy last week.

"I'm surprised they did file a complaint," said association president Lou LaRiche, of Lou LaRiche Chevrolet, Plymouth, Mich. "This is a labor problem, not a restraint of trade.

"We've been closed on Saturdays for 11 years now, so what's the big deal? We are open enough hours so that if somebody wants to buy a car, by golly they can."

LaRiche said the shorter hours have "worked out quite well for everybody." He said dealer sales staffs now have less turnover than in the days of Saturday hours and also boast more college graduates and "professional types."

Daniel Hayes, executive vice president of the association, said he will have no reaction to the FTC complaint until he reviews the document. However, he said, "Nothing about the federal bureaucracy surprises me."

Import stocks move upward to 17-year high

Continued from Page 2

sold quickly to a market hungry for those models.

The reduced supply levels at Alfa Romeo and Renault can be traced to increased sales.

The inventory of new imported cars at dealerships and ports was divided this way on Dec. 1: Japanese, 61.81 percent; German, 25.83 percent, and cars from other countries, 12.36 percent.

One month earlier the shares were: Japanese, 61.07 percent; German, 23.14 percent, and other, 15.79 percent.

The stockpile of new imported trucks (including U.S.-made Nissans), at 98,396, was the largest in 12 months: On Jan. 1, 1983 there were 107,535 trucks in inventory.

As noted, those figures translated into a 41.5-day supply both for the latest count and for the one on Nov. 1. On Dec. 1, 1983, the truck stockpile was good for 55 selling days.

The combined car-truck inventory of 330,548 was the highest since July 1, 1983, when there were 338,342 new imported vehicles in stock. The Nov. 1 total was 274,323; the Dec. 1, 1983, total was 305,612.

The supply of import vehicles was the equivalent of 32 days on Dec. 1, 27 days one month earlier and 33 days one year earlier. It was the highest days-supply figure in seven months.

The Japanese cars and their days' supplies were: Honda imports, 11; Toyota, 13; Subaru, 16; Mitsubishi, 17; Mazda, 37; Chrysler captive imports, 52; Isuzu, 56 days, and Chevrolet, 126 days.

The supply of the Chrysler imports broke down this way: Dodge Colt, 44; Plymouth Colt, 47; Dodge Vista, 57; Plymouth Vista, 61; Dodge Conquest, 117, and Plymouth Conquest, 133.

The German makes and their days' supplies: Mercedes-Benz, 8; Porsche, 60; Volkswagen imports, 69; Audi, 73, and BMW, 80.

The days-supplies of the makes from other European countries: Jaguar, 16; Saab, 28; Peugeot, 38; Volvo, 39; Maserati, 40; Alfa Romeo, 66; Renault, 169, and International Automobile Importers, an estimated 588-day supply.

The Japanese trucks and their days' supplies: Mitsubishi, 26; Toyota, 32; Mazda, 32; Nissan, 45; Chrysler, 70, and Isuzu, 77.

Parts-making regulation may curb gray market

NHTSA plans to implement theft law

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transmission, auto makers would then be required to mark a certain number of components in each zone, presumably based on theft statistics or replacement cost criteria. This proposition met with generally favorable response from the manufacturers.

One area where a consensus could not be reached was whether factory-replacement parts, or those manufactured by aftermarket companies, should be required to carry the vehicle's VIN.

Although insurers and law enforcement spokesmen agreed that a good deal of record keeping and logistical problems would result, allowing an exemption for replacement parts would provide an alibi to thieves who could argue that their stolen parts were actually replacement products.

In determining which car lines were to be designated as high-theft vehicles, most manufacturers seemed to agree that the FBI's National Crime Information Center's data appeared to be the most complete and could be easily referenced by law enforcement personnel.

Resolution of the gray-market issue was closely tied to the question of whether NHTSA should limit parts-marking authority to original manufacturers only, whether their licensed franchise dealers should be able to mark parts, or whether the technology should be available to all, including the aftermarket industry and the importer-modifiers.

Although law enforcement, insurance and auto maker representatives wanted to keep the marking process as tightly controlled as possible—preferably in the factory—the auto makers were caught in a bind between a desire to control the parts marking themselves and the difficulty of marking replacement parts, should NHTSA require this.

Insurers and law enforcement spokesmen supported the need to keep the numbering technology limited, for fear thieves would gain access to the process and begin numbering stolen parts. But neither the insurers nor the law enforcement representatives wanted to see replacement parts escape a marking requirement, because thieves could claim stolen parts were replacement items.

If the manufacturers are to see the vehicle theft law used as a foil to the gray market, this issue will almost certainly have to be resolved in favor of the manufacturer. That is, the numbering technology would have to be tightly controlled by the original manufacturers and replacement parts would have to come only from the factory, or not be marked at all.

If replacement parts can be marked independently of the factory, NHTSA will have a hard time denying this practice to the modifier-importers.

The law bars the import of vehicles that have not been numbered prior to U.S. entry. However, EPA has allowed the import of non-conforming vehicles under a bond from the U.S. Customs Service, which is refunded once a vehicle is certified.

Former NHTSA administrator Raymond Peck and Ben Jackson, executive director of the compliance association, reasoned that NHTSA could also allow the import of vehicles under bond until they are certified to be in compliance with the theft standard.

25 with Olds

TROY, Mo.—Wally Anderson, president of Troy Motors, Inc., here, has received a 25-year-dealer award from Oldsmobile.

BMW recalls 318i models for heater defect

MONTVALE, N.J.—BMW of North America, Inc., is recalling 5,245 1984 318i models built between January and May of 1983 to inspect for a possible electronic heater control defect.

The company said that it is possible for a control valve to bind, causing excessive current to flow through the wiring to the valve. Smoke and/or smoldering in the instrument panel near the left side of the transmission tunnel may result.

This could occur only when the rotary temperature control knob is at or within a 20-degree rotational angle of the full cold position, the company said.

Owners of the affected 318i models are asked to contact their dealers or any of BMW's regional customer relations offices to arrange repairs.

Year's tally of 7.8 million is best since 1979

Car output soars at year-end

By Louise Kertesz
Detroit Reporter

Domestic auto makers built more cars in two of the last work weeks of 1984 than in any other weeks of the year.

That final sprint brought the estimated calendar-year total to 7,830,090, the best in five years.

Preliminary figures also point to the best December in 17 years and the best fourth quarter in six years.

With no Saturday overtime scheduled because of the holidays, last week's targeted output of 172,889 units was down 9.0 percent from the previous week's record high for the year of 189,998, which topped the previous high set during the week ended Dec. 1 by almost 7,000 units.

Last week's build was 10.58 percent higher than the year-ago week's 154,589.

The estimated 1984 build, up 10.9 percent from last year's 7,112,352, is the highest since 1979's 8,418,369.

Estimated December production of 727,472 cars is up 18.47 percent over the year-ago month's 614,038 and the best December production since 1967, when output for the month reached 790,694.

Fourth quarter production of 2,111,046, according to preliminary figures, is up 4.70 from 1983's 2,016,273 and is the best for the period since 1978, when 2,415,441 cars were completed.

Showing production gains this year (estimated totals) over last year are: American Honda, 136,831, up 147.27 percent from 55,337, as full production of Accords at Marysville, O., was reached in 1984; Chrysler Corp., 1,246,285, up 37.93 percent from 903,553, and General Motors, 4,398,001, up 9.01 percent from last year's 4,034,629.

Preliminary figures indicate calendar-year production declining or holding steady at: Volkswagen of America, 74,861 in 1984, down 23.77 percent from last year's 98,207; American Motors, 191,972, down 4.20 percent from 200,381, and Ford Motor Co., 1,782,140, down 2.09 percent from 1,820,245 in 1983.

Last week's estimated production was shared as follows: GM, 56.84 percent; Ford, 22.88 percent; Chrysler, 14.52 percent; AMC, 2.78 percent; Honda, 1.82 percent, and VWoA, 1.16 percent.

Friday, Dec. 21, was the final work day of the year at U.S. assembly plants, which will be closed for two weeks for the holidays.

Production is scheduled to resume on Jan. 2, 1985.

GM Saturn car likely to need brand-new plant

DETROIT.—General Motor's Saturn Project, its highly publicized small-car program incorporating a variety of low-cost manufacturing techniques, will likely require a brand-new plant site, according to GM Chairman Roger B. Smith.

"We wouldn't put it in a Lake Orion or a Wentzville (GM's two newest assembly plants)," Smith said at the company's year-end Christmas fete. "And the kinds of new techniques it will incorporate make it difficult to put in an old facility."

Commenting on the projected cost of the facility, Smith indicated it could well become the most expensive new plant in GM's history.

Timing of the project is still uncertain, although GM recently began testing Saturn prototypes, and Smith said he was anticipating his first ride in a Saturn "mule" later this month. GM insiders point to a 1988-1989 time frame as the current target.

Chrysler Financial files to borrow $1 billion

DETROIT—Chrysler Financial Corp. has filed with the Securities and Exchange Commission a shelf registration statement covering up to $1 billion in debt securities.

The securities may be offered from time to time at amounts and prices to be determined at the time of offering. Net proceeds will be added to the general funds of Chrysler Corp.'s finance subsidiary.

Truck output in U.S. best in six years

Domestic truck production for the calendar year, the month of December and the fourth quarter is the best in six years, preliminary figures show.

Estimated 1984 production of 3,105,000 trucks is up 29.35 percent from last year's 2,400,429 and the highest since 1978's 3,676,747.

December's targeted output of 275,397 trucks, up 33.12 percent from last December's 206,872, is also the best since December, 1978, when 276,248 trucks were built.

And preliminary figures indicate that fourth-quarter production of 839,865 trucks is also the best in six years. Output for the period in 1978 was 980,442.

Last week's slated truck output of 66,772 dipped 3.52 percent from the previous week's 69,207, since no Saturday overtime was scheduled for Dec. 22 because of the holiday.

Along with domestic auto plants, truck facilities will be closed for two weeks for the holidays, with production scheduled to resume Jan. 2, 1985.

Canadian cars at 6-year high; trucks hit peak

Canadian auto makers posted their best December, their best fourth quarter and their best calendar-year production in six years, preliminary figures indicated.

And by completing 802,228 trucks in 1984, Canadian builders achieved a record production year. They also had their best December and best fourth quarter ever.

December's total of 79,998 cars assembled, down 15.36 percent from November's 94,519, was the highest December output since the 85,377 produced in 1978.

Fourth-quarter production of 256,102 cars was the best for the period since 1978, when 292,183 cars were built.

Calendar-year production of 1,029,250 autos, up 5.88 percent from last year's 968,774, was the highest since 1978 when 1,131,050 cars were assembled.

Last week's slated output of 19,954 cars was down a bit (2.78 percent) from the previous week's 20,525 and was off 14.02 percent from the year-ago week's 23,209.

The 802,228-unit calendar year record for Canadian trucks was 43.03 percent better than last year's 560,864.

The record December output of 70,300 trucks was down 6.47 percent from November's 75,162 and the record fourth-quarter production of 210,947 was only the third-highest quarter this year.

Last week's targeted output of 16,720 trucks was down 3.43 percent from the previous week's 17,313 but was 17.25 percent higher than the year-ago week's 14,260.

Calendar year production at Chrysler's Windsor (Ont.) plant approached the 235,000 mark in the final working days of 1984.

Last week's estimated production of 2,111 Plymouth Voyagers, 2,328 Dodge Caravans and 491 Mini Ram Vans brought the T-115 total for the year to 234,854.

Relocating

SPRINGFIELD, Mass.—Balise Chevrolet-Honda-BMW-Peugeot is relocating its Honda dealership to West Springfield. Balise Oldsmobile will occupy the old Honda facility.

U. S. CAR PRODUCTION

	Week Ended Dec. 22, 1984	Week Ended Dec. 24, 1983	Week Ended Dec. 15 1984	Dec. Est.	1983 Total	1984 Est.
AMERICAN MOTORS	4,800	5,326	4,779	19,508	200,381	191,972
AMC Total	....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	5,326	4,779	19,508	196,310	191,972
Alliance	3,000	2,716	2,920	11,837	153,877	110,535
Encore	1,800	2,610	1,859	7,671	42,433	81,437
CHRYSLER CORP.	25,100	22,619	27,353	109,402	903,553	1,246,285
Plymouth Total	7,400	7,045	7,438	31,782	310,748	378,020
Horizon	2,800	2,714	2,768	11,774	117,731	159,297
Reliant	3,100	4,007	3,114	13,195	186,445	172,203
Caravelle	1,200	129	1,322	5,279	5,317	25,311
Gran Fury	300	195	234	1,534	1,255	21,209
Chrysler Total	7,700	7,171	9,507	35,793	234,203	402,161
LeBaron	2,600	2,015	2,643	9,979	85,868	116,474
LeBaron GTS	1,400	.....	1,514	5,848	.....	10,582
Laser	1,200	1,720	1,281	5,051	23,603	70,084
New Yorker E-Class	1,400	1,751	1,456	5,883	104,999	89,683
Fifth Avenue	1,100	1,685	2,613	9,032	19,733	115,338
Dodge Total	10,000	6,403	10,408	41,827	358,602	466,104
Omni	2,700	2,951	2,832	11,115	126,437	146,210
Aries	3,000	3,153	3,073	12,001	144,006	142,702
Daytona	1,000	1,112	931	4,148	19,399	52,989
Dodge 400	.....	.....	.....	.....	26,442	.....
Dodge 600	1,500	1,078	1,569	6,182	41,077	74,640
Lancer	1,000	.....	1,179	4,541	.....	8,318
Diplomat	800	109	824	3,840	1,241	41,245
FORD MOTOR	39,563	31,597	40,417	161,645	1,820,245	1,782,140
Ford Division	24,440	21,833	25,214	101,387	1,214,222	1,149,779
Escort	6,468	7,422	6,042	25,725	343,632	341,846
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,505	3,693	3,634	14,421	124,225	140,425
LTD	4,732	3,989	5,246	19,656	179,192	225,937
Thunderbird	3,287	3,774	3,297	12,510	186,566	147,388
Crown Victoria	2,169	2,437	2,182	9,224	124,730	86,435
EXP	593	518	1,104	3,911	15,445	42,390
Tempo	3,686	.....	3,709	15,940	216,704	165,358
L-M Division	15,123	9,764	15,203	60,258	606,023	632,361
Mercury Total	11,514	6,826	11,013	44,797	499,495	463,584
Lynx	2,250	1,000	2,314	7,965	89,354	70,791
Capri	502	409	444	1,687	24,697	18,311
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	3,126	2,227	2,598	11,594	99,391	121,015
Cougar	2,721	2,159	2,782	11,626	126,395	117,250
Grand Marquis	1,451	1,031	1,441	6,435	77,147	89,663
LN7	.....	.....	.....	.....	2,210	.....
Topaz	1,464	.....	1,434	5,490	71,700	46,554
Lincoln Total	3,609	2,938	4,190	15,461	106,528	168,777
Continental	657	557	760	2,809	13,513	36,106
Lincoln	2,556	733	2,969	10,951	58,872	107,076
Mark VI/VII	396	1,648	461	1,701	34,143	25,595
GENERAL MOTORS	98,276	91,016	112,503	417,384	4,034,629	4,398,001
Buick Total	19,232	20,545	22,787	90,356	905,608	988,284
Skylark	2,693	3,383	3,379	12,365	112,843	110,625
Skyhawk	1,816	2,689	2,000	7,255	79,169	127,200
Somerset Regal	1,910	.....	2,120	8,194	.....	28,674
Century	3,940	4,209	4,575	20,717	177,076	227,955
Regal	2,578	3,927	3,115	11,703	234,179	174,428
LeSabre/Electra	3,235	4,927	4,256	16,487	249,244	204,747
Riviera	1,200	1,218	1,442	5,275	52,503	53,125
Electra (fwd)	1,860	192	1,900	8,360	594	61,530
Cadillac Total	7,724	6,417	8,071	32,525	308,497	329,094
Cimarron	144	508	61	547	21,021	14,756
Seville	775	659	927	3,394	34,622	38,491
Eldorado	1,555	1,260	1,861	6,838	72,299	75,985
Cadillac	1,760	3,944	1,974	7,587	180,422	110,028
DeVille (fwd)	3,490	46	3,248	14,159	133	89,834
Chevrolet Total	34,620	29,745	39,488	141,344	1,307,429	1,479,411
Chevette	3,020	4,298	3,465	12,928	201,841	173,870
Cavalier	9,375	7,853	10,908	37,662	308,461	400,481
Celebrity	4,513	5,339	5,273	21,958	165,595	279,474
Camaro	4,979	5,092	5,406	20,104	193,121	227,589
Citation	1,707	1,878	2,011	7,400	86,878	103,012
Malibu/El Camino	512	386	301	1,959	107,208	23,683
Monte Carlo	2,464	2,633	2,575	8,673	124,926	99,422
Chevrolet	7,090	1,520	8,544	26,663	91,225	136,319
Corvette	960	746	1,005	3,997	28,174	35,561
Oldsmobile Total	24,653	23,554	25,601	102,148	1,083,262	1,069,341
Omega	.....	1,680	.....	.....	59,965	29,289
Firenza	1,538	1,856	1,787	6,574	54,799	68,037
Cutlass Supreme	3,848	6,149	4,011	17,789	342,929	251,640
Cutlass Ciera	7,121	4,754	7,128	25,808	216,898	251,462
88/98 (rwd)	5,070	7,987	5,716	23,574	365,044	309,057
Olds 98 (fwd)	3,091	90	2,895	12,759	494	82,127
Calais	3,090	.....	2,995	11,711	.....	33,344
Toronado	895	1,038	1,069	3,933	43,133	44,385
Pontiac Total	12,047	10,755	16,556	51,011	429,833	531,871
Acadian*	.....	173	275	637	15,064	14,079
2000 Sunbird	2,616	2,597	3,197	10,237	114,666	136,715
1000	630	705	1,088	3,199	42,175	39,498
Firebird	2,641	2,473	3,661	11,483	99,629	109,219
Phoenix	.....	508	.....	.....	25,053	14,116
Grd. Prix/Bon'vle	.....	1,674	.....	.....	93,084	29,733
Parisienne	1,605	355	2,602	8,175	12,457	51,013
Fiero	2,400	2,270	2,854	8,461	27,705	114,404
Grand Am	2,155	.....	2,879	8,819	.....	23,094
HONDA	3,150	1,505	2,965	12,308	55,337	136,831
VOLKSWAGEN	2,000	2,526	1,981	7,225	98,207	74,861
Total Cars, U.S.	172,889	154,589	189,998	727,472	7,112,352	7,830,090
Total Cars, Canada	19,954	23,209	20,525	79,998	968,774	1,029,250
N. American Cars	192,843	177,798	210,523	807,470	8,081,126	8,859,340
N. American Trucks	83,492	70,947	86,520	345,697	2,961,293	3,907,228
North American Cars and Trucks	276,335	248,745	297,043	1,153,167	11,042,419	12,766,568

* — All locations are built for sale in Canada.

CANADIAN CAR PRODUCTION

	Week Ended Dec. 22, 1984	Week Ended Dec. 24, 1983	Week Ended Dec. 15 1984	Dec. Est.	1983 Total	1984 Est.
AMERICAN MOTORS	610	698	610	2,440	29,551	22,958
CHRYSLER CORP.	.....	.....	.....	.....	104,365	.....
FORD MOTOR	11,040	9,938	11,129	43,162	272,642	445,208
GENERAL MOTORS	8,055	12,393	8,561	33,472	551,826	550,710
VOLVO	249	180	225	924	10,390	10,374
Total Cars, Canada	19,954	23,209	20,525	79,998	968,774	1,029,250

TRUCK PRODUCTION IN U.S.☆

	Week Ended Dec. 22, 1984	Week Ended Dec. 24, 1983	Week Ended Dec. 15 1984	Dec. Est.	1983 Total	1984 Est.
CHEVROLET	21,301	18,275	21,869	88,316	820,258	976,064
DODGE	4,500	4,079	4,591	20,052	146,232	211,742
FORD	24,591	21,482	25,081	100,819	931,478	1,182,542
GMC	7,800	6,045	8,573	30,425	263,802	322,664
INTERNATIONAL	1,580	988	1,580	6,288	51,679	74,801
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,750	3,426	3,950	15,289	113,253	183,515
NISSAN	2,200*	1,342	2,513	10,008	19,979	100,092
AM GENERAL	50*	50*	50*	200*	2,460*	2,560*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,000*	49,200*	51,000*
Total Trucks, U.S.	66,772	56,687	69,207	275,397	2,400,429	3,105,000

CANADIAN TRUCK PRODUCTION

	Week Ended Dec. 22, 1984	Week Ended Dec. 24, 1983	Week Ended Dec. 15 1984	Dec. Est.	1983 Total	1984 Est.
CHRYSLER CORP.	7,170	4,496	8,671	33,074	141,249	364,315
FORD MOTOR	3,648	4,075	3,652	14,590	141,137	155,833
GENERAL MOTORS	5,680	5,583	4,761	22,099	272,791	274,034
INTERNATIONAL	222	106	229	537	5,687	8,043
Total Trucks, Canada	16,720	14,260	17,313	70,300	560,864	802,228
N. American Trucks	83,492	70,947	86,520	345,697	2,961,293	3,907,228

☆ — Now includes window van production. * — Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

Automotive News

December 31, 1984

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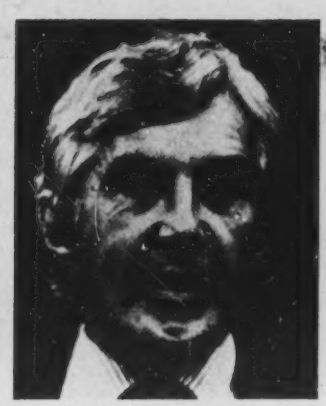
Top Ten news-makers of 1984

Owen Bieber
President, UAW

He successfully guided the UAW to new contracts in his first round of negotiations since taking the top job at the auto union.

Malcolm Bricklin
Chairman, IAI, Inc.

Like Molly Brown, he's unsinkable. He launched a program to import the bargain-priced Yugo in the wake of sports-car difficulties.



John Z. DeLorean
Former auto manufacturer

Not since the Perils of Pauline has anyone evaded disaster the way DeLorean did in his drug trial. The serial of his troubles continues.

Elizabeth H. Dole
Secretary of Transportation

She issued the latest "solution" to 15 years of passive-restraint niff-nawing, complete with a kicker that could nullify the whole thing.

Lee A. Iacoccca
Chairman, Chrysler Corp.

He basked in adulation as the savior of Chrysler Corp. and wrote a best-seller autobiography. What's next: President? Pope?

H. Ross Perot
Chairman, Electronic Data Systems

After a merger with General Motors, his firm forms the nucleus of what arguably could become the most important part of GM.

Peter W. Schutz
Chairman, Porsche AG

In master-minding the aborted decision to overhaul Porsche distribution in the U.S., he single-handedly imperiled the entire franchise systrem.

Roger B. Smith
Chairman, General Motors

He is presiding over one of the most far-reaching overhauls of the GM monolith. There is no part of GM that is beyond his shadow.

Robert White
Vice president, UAW

He led the UAW Canadian region to march to the beat of a distant drummer. Quiet revolution may have noisy aftermath.

Kenichi Yamamoto
President, Mazda Motor Corp.

He rose from rotary-engine godfather to the top at Mazda, the only foreign firm to plan a factory in Michigan, the U.S. industry's home.

Story of the Year: Big Three's record profits

By John K. Teahen Jr.
Managing Editor

It's been said that the business of business is profit. And profits – record profits – earned the Story of the Year designation for 1984 in the 32nd annual AUTOMOTIVE NEWS editorial staff poll.

Each of the Big Three marched to alltime highs in net income with the industry total topping $10 billion.

Second place went to the reorganization at General Motors, and the third-place choice was the expansion of car-building activities in the U.S. by Japanese makers. Mazda, Nissan and Honda were involved.

The substantial upturn in new-car and new-truck sales captured fourth place in the balloting, while fifth place was shared by GM's purchase of Electronic Data Systems and the Transportation Department's mandate of a phase-in of passive restraints beginning with the 1987 models.

The Story of the Year – record profits – began on the first day of 1984 and continued throughout the year. Virtually every day brought new smiles to the faces of the moguls who count the money, and that includes everyone who has a decision-making role.

The full-year total won't be available for several weeks, but it's a sure bet that the four major domestic auto manufacturers topped $10 billion in profits for 1984.

There were alltime highs for GM, Ford Motor Co. and Chrysler Corp., and American Motors also wound up in the black although it did not set a record.

AMC made a profit in each quarter of the year, an especially heartening happenstance. Prior to the fourth quarter of 1983, the company had written its financial reports in red ink for 14 consecutive quarters.

Ford and Chrysler set records for dollar sales and profits in each of the first three quarters of 1984. GM did likewise in the first and second quarters, but six days of mid-September strikes at key assembly plants kept the corporation from a third-quarter profit peak, although dollar sales were an alltime high.

The first nine months of the year brought records in sales and net income for each of the three makers.

For the full year, it appears that GM will show a profit of nearly $5 billion. It looks like $2.9 billion for Ford and $2.4 billion for Chrysler. That's more than $10 billion, far above the previous record of $6.15 billion for the industry in 1983.

The magnitude of the industry's accomplishment can be appreciated by looking back just four years. In 1980, the four makers suffered a combined net loss of $4.2 billion. Even GM lost money that year.

GM's massive reorganization, the second-place choice, was announced last January and it is still going on. One does not restructure a behemoth like General Motors in a single day, or a single month, or even a single year.

GM said the reorganization is designed to bring greater efficiency in engineering, manufacturing and product development. Greater efficiency means lower costs and lower costs mean higher profits. And that's what it's all about.

The new setup established what GM called "two integrated car groups which will function as self-contained business units."

Such factory nomenclature doesn't always find its way into real-world usage, thus the two entities have become known as "supergroups." One is the Chevrolet-Pontiac-GM of Canada (CPC) Group; the other is the Buick-Oldsmobile-Cadillac (BOC) Group.

CPC is often referred to the small-car group; BOC as the big-car group. GM studiously avoids those designations, however.

The new setup has brought much consolidation of activities and elimination of overlapping functions. Some revered names have vanished. There's no longer a Fisher Body Division or a GM Assembly Division; their activities have been integrated into the supergroups.

Even a year later, the role of the car divisions in the new structure is not entirely clear. Obviously, they've lost some of their clout. But they're still headed by corporate vice presidents and they are still important cogs in the GM machine.

The reorganization delighted

Continued on Page 11, Col. 1

NEWSPAPER

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'Big brother at work,' they say

Detroit dealers charge FTC with harassment

By Richard Johnson
Detroit Reporter

A spokesman for embattled Detroit-area auto dealers has accused the FTC of "government by harassment" following the federal agency's charge that local retailers illegally conspired to close on Saturdays and most week nights and that some dealers agreed not to advertise prices.

Daniel Hayes, executive vice president of the Detroit Auto Dealers Assn., said the commission's official complaint is an example of "Big Brother at work."

In its complaint, the FTC named 105 auto dealers and 115 individuals in the Detroit area, the Detroit Auto Dealers Assn. and 18 groups of dealers selling particular lines.

The action resulted from an investigation that commenced last spring. Sixty-seven Detroit-area dealers received subpenas in April from the FTC's Bureau of Competition seeking information dating back to 1965 regarding business hours, leasing and sales policies, tradein allowances and labor rates charged by dealers for service work.

Last summer, the Bureau of Competition quizzed a number of local dealers during a series of non-public hearings in Detroit.

"It is a typical bureaucracy," said Hayes. "They sent the staff out here in May, June and July, and now the commission is not going to tell the staff people they are full of beans."

According to the complaint, dealers violated antitrust laws by reducing competition. The FTC alleges that consumers are damaged because of limits placed on their ability to do comparison shopping. The agency also contends that the ability of new dealerships to compete for a larger market share is diminished by the hours policy.

But Hayes claimed that car prices in the Detroit area are lower than elsewhere in the country because of fewer hours.

"Outside studies show that this is the lowest-cost city of any size in the U.S. in which to buy a car," he said. "Shorter hours mean lower prices and that is the best thing we can do for consumers."

Hayes said low prices in Detroit are not related to the proximity of auto maker assembly operations. He said transportation costs for dealers were equalized several years ago.

Hayes also disputed the contention that Detroit-area car buyers are less able to shop around because of limited hours.

"The average consumer buys a car every seven years, or so," he said. "We are open from 8:30 or 9 o'clock in the morning until six at night and open on Monday and Thursday nights until 9 o'clock. In that period of time over a seven-year span, there is adequate time in which to buy a car."

He also said that dealers generally make themselves available at odd hours when customers have are faced with a scheduling hardship.

But while fewer hours result in lower prices and little inconvenience for consumers, Hayes said Detroit dealers have never conspired to set operating hours in the region.

"I have been to every DADA meeting for the last 10 years with the exception of a few last year, and I can tell you that we never once recommended hours for dealerships," he said.

Hayes claimed the Detroit business hours policy did not result from collusion, but simply evolved over the years.

"Back in the '60s, employes were pressing for something that just about everyone else in our fair town has – nice weekends," he said. "It has been an evolutionary thing going on for 20 years."

The FTC complaint also alleges that dealers who have not complied with the local hours policy have been subjected to threats and property damage.

"I think harassment is reprehensible," said Hayes. "But, fortunately, it has not happened very often over the years."

Hayes said he does not believe that dealers have engaged in an illegal agreement not to advertise prices. The FTC complaint charges the Chevrolet, Chrysler-Plymouth and Cadillac dealer associations, dealers and associated individuals with conspiring to restrict advertising or publishing of prices and prohibiting dealers from using classified ads in local daily papers.

The FTC complaint initiates a legal procedure which will result in the charges being considered by an administrative law judge. If the judge rules that antitrust laws were violated, the FTC may seek certain specified relief, such as ordering dealers to stop illegal activity; forcing a change in association bylaws to prohibit future conspiracies; ordering records kept of association meetings, or dissolution of dealer associations.

Dealers could be ordered to open for additional hours during a period of up to one year and could be ordered to notify the public of new hours in advertising messages.

But Hayes said the FTC will never order Detroit-area dealers to open on Saturdays.

"They'll never get that far," he said. "Our good legal counsael will beat them. We think the FTC is trying to tell small businessmen how to run their businesses. In our opinion, the government has no business in this matter. This is primarily a labor situation and not even a proper function of the FTC."

Soviets dicker with Japan for 'turn-key' plants

TOKYO. – The Soviet Union is exploring the possibility of acquiring "turn-key" plants from Japan, according to the Japan Economic Journal.

According to the story, the Soviets want to introduce Japanese management techniques in new plants to be built along the Bam Railway, better known as the Second Siberian Railway, which was completed last September.

Should a Japanese firm supply a "turn-key" plant, it would provide plant machinery, other hardware, training of engineers and operating know-how.

While this ensures smooth operation of imported plants, it leads to higher operating costs, the paper said.

It added that the Soviets apparently want to adopt the Japanese management system to improve manufacturing productivity under the 12th five-year economic development plan. which begins in 1986.

British, French and West German firms are already participating in the industrial development along the Bam Railway, the paper said, adding that speculation holds that the Soviets are shoppiong in Japan to spur competition among Japan and Western nations in the development of the area.

Mayer is named news editor of Automotive News

Mary Beth Mayer has been named to fill the position of news editor at Automotive News, effective immediately.

Mayer joined Automotive News in 1983 as a staff writer and has also filled assignments in copy-reading and makeup. She came to this newspaper from another Crain Communications publication, AutoWeek.

Mary Beth Mayer

She is a 1982 graduate of Marquette University.

Taiwan considers concessions for Ford Lio Ho

TAIPEI, Taiwan. – The Investment Commission of Taiwan's Ministry of Economic Affairs has tentatively agreed to eight of 20 special requests for concessions made by Ford Lio Ho Motor Co. in connection with its expansion plans, according to the China Economic News Service.

The commission plans to study the other 12 requests. Ford Lio Ho is owned 70 percent by Ford Motor Co. and 30 percent by local interests.

The expansion plan calls for a $35 million investment to enable the company to increase annual production at its Chung Li plant from 40,000 to 90,000 cars by May, 1986. Thirty thousand of the cars will be exported. The export cars will be based on the Ford Laser, and it will be Taiwan's first auto export program.

The eight requests receiving tentative approval will give Ford Lio Ho certain allowances. For instance, for four years the company will not have to pay taxes for additional business income, no duty will be imposed on machinery imported for the expansion and vehicles produced for export will be exempt from rules governing the local-content rate.

Brazilian natives

Extra choices in Brazil

At the recent Brazil XIII Auto Salon, some of the more interesting vehicles were displayed by small, independent producers, with models called "personalized" cars in Brazil. They range from slight modifications to standard production cars to completly new designs, using locally available components. Above is a Miura Targa, a T-top powered by a Volkswagen engine and priced at about $15,000.

Flipped out in Brazil

Hofstetter, a maker of personalized cars in Brazil, showed this gull-winged sportster at the Brazil XIII Auto Salon. It is powered by a turbocharged Volkswagen engine, and a top speed of 137 MPH is claimed. Prices start at $24,000.

Sporty coupe with GM muscles

This Farus Beta coupe was among personalized cars displayed at Brazil XIII Auto Salon. It is powered by a General Motors Monza 1.8-liter engine in either gasoline or alcohol version.

An off-roader from Gurgel

Gurgel, a specialist maker in Brazil, exhibited this off-road Carajas X-15 at Brazil XIII Auto Salon. The water-cooled engine, mounted in front, is available in gasoline, diesel or alcohol versions.

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60th year—No. 5055

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IVECO'S 'alternative' for Class 6 users

The IVECO Z-340T, powered by a 140-HP turbodiesel, is called an alternative to Class 6 trucks for wholesale/retail distributors. The vehicle has a GVW rating of 18,900 pounds, and IVECO Trucks of North America, Inc., said that fully loaded with a 10,000-pound payload, the Z-340T achieves 12 to 15 MPG.

Class 5 TurboDiesel introduced by IVECO

Jack Walsh
Truck Editor

TARPON SPRINGS, Fla.—IVECO Trucks of North America, Inc., has introduced a new Class 5 model, the Z-340T, which the company calls "a fuel-efficient, state-of-the-art alternative" to heavier Class 6 and 7 trucks.

The Z-340T is the heaviest unit in IVECO's Z-Range line and James R. Bostic, ITONA president, said the newcomer reflects "our commitment to quality and lower cost of ownership."

Powered by IVECO's 140-HP six-cylinder TurboDiesel, the Z-340T has a wheelbase of 149.6 inches, a tilt cab and is rated at 18,900 pounds GVW with a payload/body allowance of 12,044 pounds.

Bostic said wholesale/retail businesses, which represent the best prospects for the new vehicle, can save up to 20 percent on vehicle-operating costs by using the Z-340T.

He estimated that there are 3 to 4 million prospects in what he calls the "phantom-class" market, firms which he said have driving records of about 75,000 miles a year and could use trucks with a 10,000-to-20,000-pound GVW capability.

Bostic noted that U.S. truck makers "have moved away from the middle groups (Classes 3, 4 and 5) in the last 15 years, and this market hasn't had vehicles to meet the needs from both a cost and fuel-efficiency standpoint."

He added that "IVECO has the products to compete in these

Continued on Page 18, Col. 4

Canadian maker of fire trucks gets U.S. orders

MONTREAL.—Pierreville Fire Trucks, Ltd., is expanding its business into the U.S. and reported it has some $13 million in back orders.

Helped by the low Canadian dollar, the company said it has been competing successfully against several U.S. fire-truck builders.

Prior to this year, the company said, it had sold about a dozen trucks in the U.S. Currently, the company said it has more than 40 vehicles on order with prices up to $350,000.

Pierreville trucks are built on a custom basis and buyers can specify chasis and drivetrain components, as well as ladder and pumping equipment.

Chassis and drivetrains are supplied by North American manufacturers.

Of note, the trucks feature a new self-leveling ladder design available up to 110 feet in length.

truck personnel

Mack's Rossetti, Walker, Cantrell get promotions

Joseph P. Rossetti, previously senior vice president—sales, has been elected executive vice president—marketing for Mack Trucks, Inc. He succeeds **Garner L. Davis**, who is retiring after 39 years with the company.

William E. Walker, senior vice president—human resources, becomes executive vice president—human resources.

Paul D. Cantrell, formerly vice president—international operations, has been named executive vice president—international operations.

J. P. Rossetti

P. D. Cantrell

Booth, Gulda, Krivan appointed Rockwell VPs

Halden L. Booth has been named vice president of field sales and service parts for Rockwell International Corp.'s On-Highway Products Operations. He had been vice president of North American field sales and marketing.

Edward J. Gulda has been appointed vice president of

Continued on Page 18, Col. 1

truck industry news

10-month, October truck tallies shatter 1978 marks

Truck registrations hit new highs

Ten-month registrations of new trucks of all types in the U.S. were the highest in industry history, topping the previous mark set in 1978 by 56,018 units.

Through October, 3,344,769 units were registered, according to R. L. Polk & Co. statistics, an increase of 1.7 percent over the 10-month total of 3,288,751 units registered six years ago and 54.6 percent greater than the 2,391,481 tallies recorded in the same period last year.

October tallies also set a record for the month. The total was 349,807 units, 14.7 percent higher than the 304,904 registered in the same month in 1978 and an increase of 32.3 percent over last October's 264,509.

Registrations through October were up sharply over last year in the three major market segments and all weight groups. Both the light and heavy groups topped the 10-month count set six years ago, but only the light group reached an alltime high.

In the January-October period, 3,136,652 light trucks were registered, an increase of 39.5 percent over the year-ago 2,247,991 and 4.7 percent greater than the previous high of 2,996,261 established six years ago.

Medium trucks through October were up 20.1 percent to 47,693 units, compared with 36,695 last year. But they were down 64.6 percent from the 134,594 units registered in the like period in 1978.

Heavy-truck registrations for the 10 months were 54.6 percent higher than a year ago, 160,424 versus 103,795, and 1.6 percent above the 1978 count of 157,896. However, the 10-month total trails the 1979 alltime high of 181,053 by 11.4 percent.

Group 1 registrations through October were up 41.6 percent over last year, from 1,273,313 units in 1983 to 1,802,551. They were 93.2 percent higher than the 933,000 tallied six years ago.

HD registrations up 54.6 pct. for 10-month period

Registrations of new heavy trucks in the U.S. during the first 10 months of 1984 totaled 160,424 units, according to R.L. Polk & Co. statistics, an increase of 54.6 percent over the year-ago 103,795 units.

In October, 18,676 units were registered, a gain of 52.9 percent over the 12,215 tallied in the same month last year.

Registrations of Group 7 trucks through the first 10 months totaled 54,986, up 35.1 percent over the 40,710 in the year-earlier period.

The Group 8 count through September was 105,438, an increase of 67.1 percent over last year's 63,085.

International continued to lead Ford in heavy-truck registrations with a 10-month total of 36,653 units, compared with 30,914 for runnerup Ford.

In October, International increased its lead over Ford by 1,504 units.

International was also No. 1 in Group 8 registrations with 24,073 tallies through October, while Ford was the Group 7 leader with 21,173 units.

Group 2 tallies of 1,303,203 this year were 36 percent higher than last year's 958,154, but 35.5 percent behind the 2,021,950 units registered in 1978.

The Group 3 total of 30,898 units this year was 87 percent higher than last year's 16,524 units and 25.1 percent behind the 41,241 units tallied in 1978. However, during October this year, only 2,264 units were registered, compared with 2,561 units last October, a decline of 11.6 percent.

The popularity of compact trucks is responsible for the big increase in Group 1 registrations over the 1978 total and the sharp decline in Group 2 tallies.

Group 4 tallies through October totaled 596 units, up from last year's 277 and 95.1 percent behind the 12,062 units registered in 1978.

The Group 5 count of 3,290 this year led last year's 615 tallies and 1978's 2,476 tallies.

The switch from gasoline to diesel power has resulted in a shift in registrations from Group 6 to Group 7 since 1978.

The Group 6 count of 43,807 this year compares with 38,803 last year, an increase of 12.9 percent, and 120,056 in 1978, a decline of 64.6 percent.

Through October, the Group 7 total of 54,986 represents a gain of 35.1 percent over the 40,710 registered last year and an increase of 74.9 percent over the 31,445 registered in 1978.

The 10-month total of 105,438 Group 8 trucks was 67.1 percent higher than the 103,795 heavies registered in the like period a year ago, but 16.6 percent below the 1978 total of 126,451.

Chevy will meet new EPA rules soon after Jan. 1

Chevrolet will be able to meet 1985 EPA emission standards for trucks over 8,500 pounds GVW, according to a top engineering executive, but will be allowed to supply the RV industry with an alternative engine while RV makers modify their vehicles to accept the new power plants.

RV builders have been granted a six-month exemption from the new emissions standards because Chevrolet motor-home chassis will feature a new heat-shielded dual-exhaust system and other changes that will require modifications to RV bodies.

Chevrolet will supply RV builders with 1985 California-certified engines, which are adaptable to current motor homes.

Chevrolet supplies more than 90 percent of all Class A motor-home chassis, commonly powered by its 454-cubic-inch gasoline engine.

Chevrolet will be able to deliver emissions-certified vehicles over 8,500 pounds GVW shortly after the Jan. 1 deadline, according to Kenneth Hanson, chief engineer, powertrain operations, Chevrolet-Pontiac-Canada Group.

Until the new engines are ready, Chevrolet will lose production of these vehicles, he said.

"We think it will be only a couple of weeks after the first of the year," he added. "The exhaust

Continued on Page 18, Col. 3

U.S. TRUCK REGISTRATIONS

TEN MONTHS, 1984 VS. 1983★

Make	10 mos., 1984	Percent Share of '84 market	10 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-83
Ford	958,873	28.67	756,737	31.64	−2.97
Chevrolet	910,046	27.21	723,581	30.26	−3.05
Dodge	347,733	10.40	205,298	8.59	+1.81
GMC	253,389	7.58	200,676	8.39	−0.81
Jeep	118,556	3.54	55,850	2.34	+1.20
Plymouth☆	64,738	1.93	6,953	0.29	+1.64
International	54,633	1.63	41,689	1.74	−0.11
Mack	20,650	0.62	12,360	0.52	+0.10
Freightliner	13,201	0.39	8,845	0.37	+0.02
Kenworth	11,248	0.34	6,023	0.25	+0.09
Peterbilt	10,353	0.31	6,252	0.26	+0.05
White	5,388	0.16	1,944	0.08	+0.08
Mercedes	1,983	0.06	2,328	0.10	−0.04
Volvo	1,567	0.05	1,287	0.05	.....
Autocar	1,060	0.03	784	0.03	.....
Western Star	546	0.02	253	0.01	+0.01
Miscellaneous☆☆	570,805	17.06	360,621	15.08	+1.98
TOTALS	3,344,769	100.00	2,391,481	100.00	.....

★—New York and Oklahoma for 1984 compiled from manufacturers' sales records; Any statistical history excludes Oklahoma; Maine, October, 1984, delayed.
☆—Plymouth trucks are Trail Duster, Voyager, Scamp and Arrow.
☆☆—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U.S. HEAVY—DUTY REGISTRATIONS

TEN MONTHS, 1984 VS. 1983★

Make	10 mos., 1984	Percent Share of '84 market	10 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-83
International	36,653	22.85	24,932	24.02	−1.17
Ford	30,914	19.27	21,681	20.89	−1.62
GMC	21,545	13.43	13,126	12.65	+0.78
Mack	17,790	11.09	10,574	10.19	+0.90
Freightliner	13,201	8.23	8,845	8.52	−0.29
Kenworth	11,248	7.01	6,023	5.80	+1.21
Peterbilt	10,353	6.45	6,252	6.02	+0.43
Chevrolet	8,292	5.17	6,299	6.07	−0.90
White	5,388	3.36	1,944	1.87	+1.49
Volvo	1,567	0.98	1,287	1.24	−0.26
Autocar	1,060	0.66	784	0.76	−0.10
Mercedes-Benz	744	0.46	799	0.77	−0.31
Western Star	546	0.34	253	0.24	+0.10
Miscellaneous	1,123	0.70	996	0.96	−0.26
TOTALS	160,424	100.00	103,795	100.00	.....

★—Groups 7 and 8 trucks only; New York and Oklahoma for 1984 compiled from manufacturers' sales records; Maine, October, 1984, delayed; No registrations for Oklahoma, 1983.